



# DEEPWATER NEWS

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## Deepwater proposals under intense review

With the final Deepwater contract looming on the horizon, teams of subject matter experts, management specialists and cost/price analysts are pouring over designs, plans, proposed partnerships, cost estimates and delivery schedules.

The Integrated Deepwater System contract, currently scheduled to be awarded in May or June 2002, will cap off more than three and a half years of hard work on the part of more than 400 active duty, reserve, civilian and contract personnel. Their goal? To deliver a fully integrated, interoperable system of ships, aircraft, technology and the personnel support structure to carry the Coast Guard well into the 21<sup>st</sup> Century.

Three industry teams submitted boxes of binders, CDs, schematics and cost estimates, delivered by courier, rented truck, chartered aircraft and even a tractor trailer with the Deepwater name emblazoned on the side. All three teams met the Sept. 28th deadline established by the second Request for Proposal, which solicited final proposals for Phase 2 of the Deepwater Program.

Since that deadline, teams of Deepwater personnel have been in huddled review of the material in locked rooms on the fourth floor at Coast Guard Headquarters. Each industry team's proposal has been electronically loaded into an information-sharing data base that allows multiple users to review the same document at once, share comments, and, if necessary, request a clarification from the originating team.

"This unique approach to reviewing the proposals allows for the members of each specialty team to share comments prior to determining a final evaluation of the proposal," said Cathy Martindale, the lead contracting officer for the review phase of the project.

The reviewers have been divided into three distinct areas of knowledge: the Management Evaluation Team, the Technical Evaluation Team and the Cost/Price Evaluation Team. Each team is comprised of Coast Guard, civilian and contract personnel chosen for their technical skills, their experience with the Conceptual and Functional Design Stage (also known as Phase 1) of the Deepwater Program and the commitment and stamina required of such a massive task with limited time constraints.

### **The Technical Evaluation Team**

The TET is made up men and women from the Phase 1 Technical Assessment Teams, or TATs. They represent members of the Air, Surface, Logistics and Command, Control, Communications, Computers, Intelligence, Surveillance, and Reconnaissance (C4ISR) TATs, and each brings their expertise to the table when the team reviews a specific aspect of a proposal. By far the largest evaluation team, the TET is tasked with the reviewing the operational effectiveness and technical feasibility of all three proposals.

### **The Management Evaluation Team**

The MET includes similar technical specialists as the TET, but also employs individuals who possess significant management expertise. They review the organizational impacts of each industry team's proposal, the projected management techniques, the integration of new assets with the upgrade of

existing Coast Guard hardware and the multi-year partnership that will be required of the Coast Guard and the winning industry team. The MET must review and evaluate the business plans, statements of work, estimated sub-contractor relationships and ensure agreement with established federal procurement policies such as small business and other socioeconomic requirements.

### **The Cost/Price Evaluation Team**

CPET members have backgrounds in cost and price analysis, and some bring with them experience from other Deepwater technical assessment teams. The CPET team reviews the projected costs estimated by each team's proposal, including the cost to upgrade existing assets, the materials and labor costs of new assets, subcontractors' estimates and in-depth analysis of how the estimated costs were determined.

Each reviewing team will evaluate the proposals against the criteria set forth in the Request for Proposals and rate each factor and sub-factor as either Superior, Satisfactory, Marginal or Unsatisfactory with the intention of identifying strengths, weaknesses, significant weaknesses and deficiencies.

The Source Evaluation Board, a team of captains, attorneys and contracting officers, will then review the respective evaluations. Their input will then be forwarded to a panel representing the directorates of Deepwater, Operations, Resources, Human Resources, Systems, Legal and a representative from the Department of Transportation. That panel will review the Source Evaluation Board's input and advise the Source Selection Authority of impacts and issues relative to their respective directorates.

The Vice Commandant is the Source Selection Authority, and he will have the ultimate decision over which industry team will be awarded the Deepwater contract. The proposal reviews will be presented to him, along with the evaluation teams' comments and the Directorates' guidance, and he will decide which team's proposal will best meet the Coast Guard's mission requirements.

Contract award, scheduled to be announced during the third quarter of fiscal year 2002, will kick off a 30-year partnership with industry to transform aging, diverse platforms into a state-of-the-market network-centric system.

***Questions or Comments? Please e-mail us at [deepwater@comdt.uscg.mil](mailto:deepwater@comdt.uscg.mil)***